

Message Text

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ACTION ARA-10

INFO OCT-01 ISO-00 EB-07 COME-00 MMS-01 PER-01 SS-15 SP-02

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FM AMEMBASSY BUENOS AIRES

TO SECSTATE WASHDC PRIORITY 1504

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E.O. 11652: N/A

TAGS: AFSP, PER, BEXP, AR

SUBJ: COMMERCIAL SECTION STAFFING

REF: BA 3391

1. EMBASSY UNDERSTANDS THAT ONE OF OPTIONS DEPARTMENT IS CONSIDERING IN ARRIVING AT DECISION ABOUT RETENTION BY BUENOS AIRES OF TWO TEMPORARY FSL POSITIONS IN COMMERCIAL SECTION IS TO HAVE INSPECTORS EVALUATE SITUATION, AND TO POSTPONE THE DECISION UNTIL THEIR EVALUATION IS AVAILABLE.

2. WE HAVE A SUGGESTION FOR AN ALTERNATIVE SOLUTION. SINCE IT APPEARS THAT POSITIONS, REPEAT POSITIONS ARE THE PROBLEM, WOULD IT MAKE IT SIMPLER TO DECIDE TO CONTINUE THIS PROGRAM IF PALLARES AND TURDO WERE PUT ON CONTRACT. THEY WOULD BE PREPARED TO FORM THEIR OWN COMPANY AND SELL TRADE PROMOTION SERVICES TO THE EMBASSY. THIS WOULD COST MORE BUT WOULD FREE THE TWO POSITIONS. WE URGE THE DEPARTMENT TO GIVE SERIOUS CONSIDERATION TO THIS OPTION.

3. AT THIS POINT THE EMBASSY MUCH PREFERS THIS OPTION BECAUSE IT SHOULD MAKE A PROMPT DECISION POSSIBLE. SUCH A DECISION IS NOW NEEDED BECAUSE IT HAS BECOME APPARENT IN RECENT WEEKS THAT THE TWO FSL'S CONCERNED DO NOT BELIEVE IT IS IN THEIR INTEREST TO TAKE THE CHANCE OF WAITING UNTIL THE INSPECTORS REPORT IS EVALUATION AND A DECISION IS MADE - A TIMETABLE WHICH WOULD TAKE US THROUGH THE END OF JULY. IN ALL LIKELIHOOD. TURDO HAS ALREADY

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MADE INQUIRIES AND BEEN OFFERED AN ATTRACTIVE JOB IN INDUSTRY.

WE MAY WELL LOOSE BOTH OF THEM, TO THE EMBASSY REGARET,
UNLESS SOME DECISION IS MADE. THE LOSS OF THESE TWO EMPLOYEES,
CONSIDERING THE EXPERIENCE THEY GAINED AT THE TRADE CENTER AND
SUBSEQUENTLY IN PROMOTION EVENTS, AND THE LIMITED STAFFS RESOURCES
AVAILABEL PRESENTLY IN THE COMMERCIAL SECTION FOR TRAINING
REPLACEMENTS, MAKES IT VERY DIFFICULT TO CONCEIVE OF CARRYING ON
THE TRADE PROMOTION PROGRAM WITHOUT THEM.

4. FURTHERMORE BY THEIR NATURE, PROMOTION EVENTS REQUIRE
CONSIDEREABLE LEAD TIME - IN SOME CASES UP TO 12 MONTHS, AND IT
WILL BE DIFFICULT IF NOT IMPOSSIBLE TO MAKE PLANS FOR FUTRUE EVENTS
OR UNDERTAKE NEW COMMITMENTS DURING THIS TIME. IN THESE
CIRCUMSTANCES WE SEE NEED FOR PROMPT DECISION.

5. OPTION SUGGEST BY ARA EXECUTIVE DIRECTOR ACKERMAN IN HIS
MAY 12 LETTER TO ADMIN COUNS HEDBERG, I.E., TRANSFER OF
PERMANENT COMMERCIAL FSL'S TO OTHER POSITIONS IN EMBASSY AND
FILLING OF THEIR POSITIONS WIT TEMPORARY FSL'S IS NO LONGER VIABLE.
AS SUITABLE VACANCIES NO LONGER OPEN. IN ANY CASE, REASON FOR
RETENTION OF THESE SLOTS IS EMBASSYS DESIRE TO CONTINUE PROMOTION
EVENT PROGRAM, WHICH WE THIN MAKES SIGNIFICANT CONTRIBUTION TO
OUR COMMERCIAL PROGRAM HERE, AND WHICH WILL NOT BE FEASIBLE
WITHOUT THEM.

6. THE OPTION SET FORTH IN PARA 1 ABOVE WOULD UNDER ORDINARY
CIRCUMSTANCES, HAVE BEEN THE MOST LOGICAL APPROACH TO THE
PROBLEM. UNFORTUNATELY, COMPLICATIONS WE DID NOT FORESEE
HAVE ARISEN. ACCORDINGLY THE EMBASSY URGES THAT THIS DECISION
BE TAKEN AS SOON AS POSSIBLE- HOPEFULLY NOT LATER THAN THE END OF
NEXT WEEK.

7. WOULD APPRECAITE DEPTS AUTHORIZING AT LEAST 30 DAY
EXTENSTION FOR THESE POSITIONS IN CASE IT SHOULD BE REQUIRED TO
PERMIT AN ORDERLY TRANSITION PERIOD.
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